

# FY24 - Annual Sales Closed % Plan

## Annual Sales Closed % Plan

## Targets and Thresholds

1	2	3	4	5	6	7	8	9	10
-15.00	-11.25	-7.50	-3.75	0.00	8.40	16.80	25.20	33.60	42.00

### Description

This indicator measures the achieved YTD closed sales compared to the target. The total target for fiscal year 2024 is \$#,###,###,###. These are sales closed by the Inside Sales, Specialized Sales, Strategic Accounts and MSP's, and National Field Sales teams.

*Annual Sales Closed % Plan is one portion (30%) of the Functional Effectiveness - CCMO indicator.*

### Measurement Period

This performance indicator will be measured each month and cumulative scores will be reported as Year-To-Date (YTD) result.

### Data Source and Calculation

- Source** – Panorama is used to report closed sales data.
- Indicator Value** – Percentage of achievement to target assigned.
- Business Rule** – % Achieved =  $\frac{\text{Actual Closed Sales} - \text{Closed Sales Target}}{\text{Closed Sales Target}}$
- Decimal Precision** – Two Decimals

### Data Validation

The BCI / Sales Performance and Account Management team runs monthly reports on performance against sales revenue targets. The sales reports are generated from data housed in the Panorama system and will be available for viewing in CDM.

### Applicable Positions / Units, Measurement Depth and Weight:

Scorecard Name	Depth	FE Weight	Total Weight Towards Composite
HQ CCMO	Nation	30.0%	15.0%